



## CITY OF CAYCE

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May 13, 2011

To our Cayce Residents:

I and the undersigned Council members are writing to ask you to make a phone call or send an email today to your local Legislators to let them know that you would like them to do ALL they can to bring Amazon here. Information and the link with the phone number and email of the Governor and the state's Legislators are below. If you want the jobs here, you don't need to read any further, because you already understand the issues. I appreciate you taking 5 minutes to make that call now and to share this email with others throughout SC to ask them to do the same. To the extent you can let me know that you were able to do that, I would be even more appreciative.

If however you would like more details of why this is so important to Cayce; to Lexington County; to five school districts in the Midlands; to large and small businesses in the Midlands; and to the state, please read on and I hope you will want to call when you're done reading. I appreciate you taking your time to read and understand what is at stake.

While the Amazon site is not located in Cayce, it is a stone's throw from our municipal boundary. Cayce leaders were not involved with Amazon coming here or with brokering deals made at the county level and separately at the State level, so I'm talking to you from the perspective of what is in our laps right now and the negative impact it will have if steps cannot be taken to keep Amazon in the Midlands.

To Cayce residents and business owners, Amazon and the subsequent businesses that will fill the Industrial Park at our borders if this deal is not lost will be a significant help in many ways. There is the obvious impact in the Midlands of having more people employed that would utilize our existing businesses and encourage the creation of additional support businesses that will fill our underutilized commercial areas. What is unique to our municipality and county is the impact on the water and sewer rates. As you know, simply put, if it costs \$100 to run a water and sewer system and you have 10 customers, how would you reduce your customers' costs? Get more customers – and Amazon will be one large customer. Conservative calculations for just their tap fee (basically the cost of getting set-up) will be over 1/2 million dollars. That's not even talking about their monthly bill. That affects water and sewer rates for every resident, every small business owner, and every large business and industry in Cayce. It also effects sewer rates for almost every resident, every small business owner, and every large business and industry in Lexington County. It makes a difference. A big difference.

For Cayce and the rest of the Midlands small and large business owners, the \$58 million in procurement for building and stocking the Amazon distribution center means keeping jobs at a myriad of businesses. Additionally, with a minimum 1,249 people employed, and at \$15.00 an hour plus health insurance equal to state employees, that means more people who can utilize our existing businesses. That average annual payroll of \$60 million will get invested in our state!

I applaud the Small Business Chamber and other small and large businesses who want to speak up about Amazon, but two realities exist. One, Amazon will locate a distribution center somewhere in the US. Its

competitive impact doesn't change whether they are here or another state. Second, the fight that's so important, for small businesses and even Walmart if they choose, should be directed at the Federal government. In *Quill Corp. v. North Dakota*, the Supreme Court said, "This aspect of our decision is made easier by the fact that the underlying issue is not only one that Congress may be better qualified to resolve, but also one that Congress has the ultimate power to resolve." The Supreme Court stated where they should and should not get involved. We should follow their lead and let this issue be handled where they suggested. They didn't say to make one state compete against another to decide this. They didn't say to have state legislatures decide this but until the Federal government does decide about this important issue SC should not be penalized. This facility will not even be open for retail business between Thanksgiving and Christmas as was in the original legislation that was put in place 5 years ago for QVC.

There will be no retail business, just distribution, that's the difference. If you want to be reminded of what filling up this Industrial Park can do, look at the spin off businesses already locating in our state from Boeing's presence. Look at the impact SCANA's move had on the Midland's landscape.

For the five school districts in the area, \$1 million going to their budget in the first year would help when they're scrambling because of less money. \$13.4 million over the life of the FILOT would be phenomenal especially compared to \$0 if Amazon is not here at all.

For five years the burden of collecting the sales tax on internet sales would stay on the individual instead of the businesses like Amazon. This issue has to be resolved at the federal level (see paragraph above). Amazon will operate like any other similarly situated distribution facility in SC. There is no difference in Amazon's core function here in Lexington than the operation of Adidas in Spartanburg County, Walmart in Laurens County, Target in Kershaw County and Home Depot's Lexington County facility, or any other distribution center in any county in the State. None of these distribution centers collect sales tax on the orders they fulfill. Why should it be any different for Amazon?

There is a small window to keep the Lexington County Industrial Park from being empty for years to come and for keeping SC's reputation as business friendly intact, please call your Governor and Legislators today. Thank you.

Sincerely,

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